

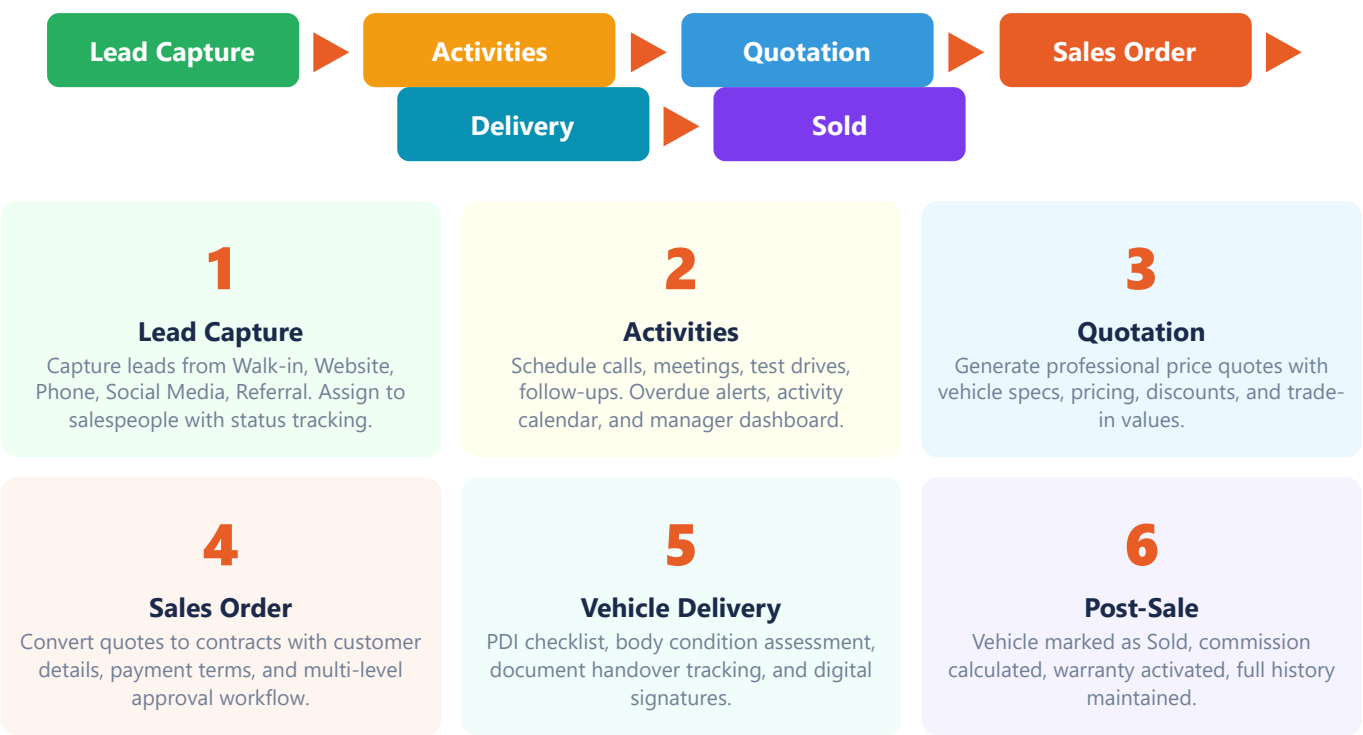


Complete Auto Dealer Management Platform

CRM • Vehicle Management • Partner Network • Multi-Branch • Reports & Analytics

01 — CRM Sales Cycle

XACTA CRM guides your sales team through every stage of the customer journey — from first contact to vehicle delivery, with full tracking, automation, and manager oversight.



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Leads

Quick: Today Yesterday This Week This Month Last Month This Quarter This Year

Search

Salesman Status Source Communication From Date To Date

Search by name, mobile, email...

All Salespeople All Status All Sources All

28/02/2026 28/03/2026

Search Export New

5 NEW

0 CONTACTED

0 ACTIVE

0 CLOSED

5 TOTAL

Showing 1 to 5 of 5 entries

Search:

ACTIONS	LEAD #	CUSTOMER NAME	MOBILE	BRAND	MODEL	YEAR	STATUS	ASSIGNED TO	SOURCE	COMMUNICATION	CREATED DATE	OWNER
	00017	فاطمة أحمد يوسف الجاوي	962777111222	Hongqi	H9	2026	NEW	Omar Mansour	Website	Incoming Call	15-Mar-2026	Omar Mansour
	00016	ناصر محمد عبد الفتاح الهندي	962781114448	Hongqi	H9	2025	NEW	Khalid Hamad	Advert	Walk-in	08-Mar-2026	Omar Mansour
	00015	ريماس صفر مصطفى عايد	962774377251	Hyundai	Elantra	2025	NEW	Nour Nasser	Referral	Walk-in	03-Mar-2026	Omar Mansour
	00014	حازم عدنان خضر عودة	962792247545	Hyundai	Elantra	2025	NEW	Omar Mansour	Facebook	Email	03-Mar-2026	Omar Mansour
	00013	منتصر أحمد الباسين	962794851475	Hyundai	Elantra	2024	NEW	Omar Mansour	Referral	Email	03-Mar-2026	Omar Mansour

Previous

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Next

02 — CRM Dashboard & Analytics

The Manager Dashboard provides a real-time bird's-eye view of your entire sales operation with KPIs, funnels, and team performance at a glance.

KPI Cards

Leads, Activities, Quotations, Sales Orders, Sold Units with period comparison and trend indicators.

Lead Funnel

Visual breakdown of lead temperature (Hot, Warm, Cold) to focus efforts on high-potential prospects.

Conversion Funnel

Track conversion rates from Lead to Quotation to Sales Order to identify bottlenecks.

Team Performance

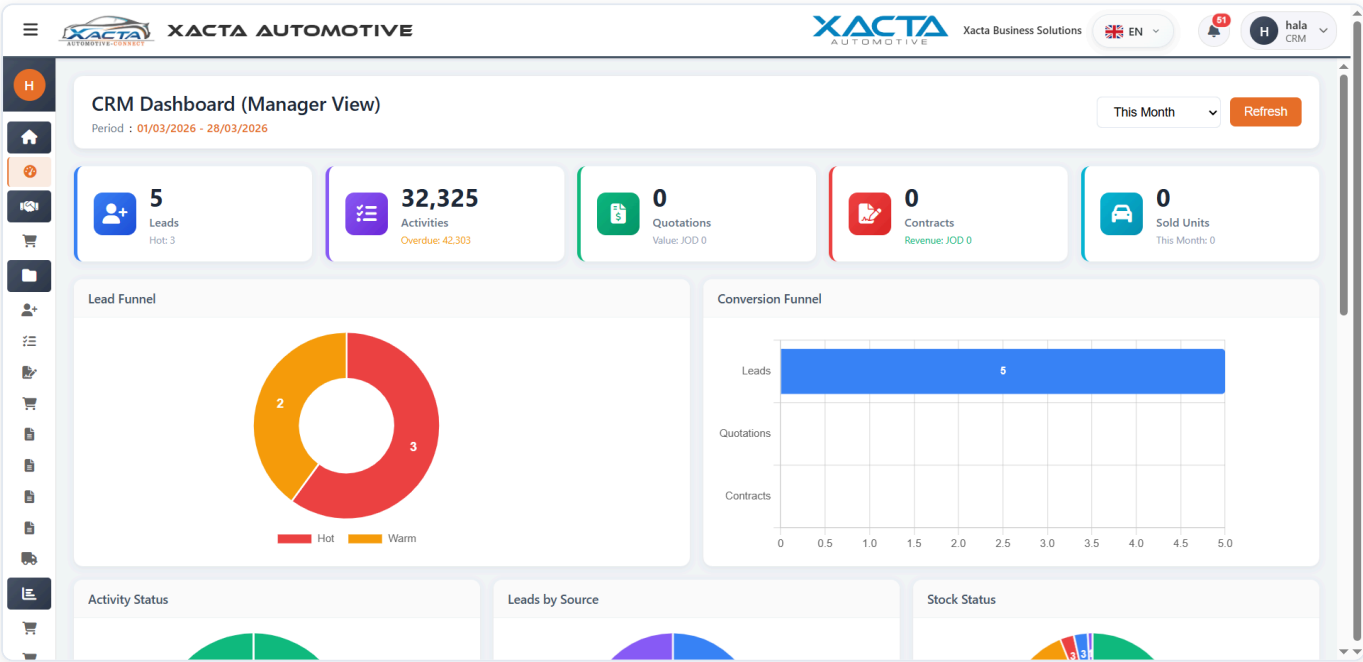
Ranked leaderboard of salespeople with leads, quotations, orders, units sold, and revenue.

Stock Status

Real-time inventory overview: Available, Booked, In Transit, Sold directly on the dashboard.

Monthly Trends

6-month trend charts for leads, quotes, and sales to spot seasonal patterns and growth.



03 — Vehicle Stock List

Your complete vehicle inventory at a glance — filter, search, and manage all vehicles with real-time status tracking and partner sharing.

Status Dashboard

Total, Available, Booked, Sales Order, Cannibalized, Sold, In Transit — color-coded badges.

Ownership Tracking

Filter by Owned, Consigned-In, Consigned-Out with real-time visibility per vehicle.

Multi-Filter Search

Search by Brand, Model Year, Status, Location. Instant results with VIN and engine number lookup.

Partner Sharing Stats

Shared Out, Shared To Me, Sold by Partners, Commission Earned — tracked in real-time.

Bulk Operations

Select multiple vehicles to change status, update warranty, share with partners, or modify stock type.

Quick Actions

View, Edit, Share, Recall, Print Card, Change Status — from the action column per vehicle.

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Vehicle Stock List

+ Add Vehicle

Partner Sharing

1

Shared Out

4

Shared To Me

0

Sold by Partners

0

Commission (JOD)

Vehicle Inventory

115

Brand

Model Year

Status

Location

Search

Clear

All 115

Owned 112

Consigned In 2

Consigned Out 1

115

81

27

3

3

1

0

TOTAL

AVAILABLE

BOOKED

SALES ORDER

CANNIBALIZED

SOLD

IN TRANSIT

Show 28 entries

Search:

VIN	BRAND	MODEL	YEAR	EXTERIOR COLOR	STATUS	OWNERSHIP	STOCK TYPE	PARTNER	LOCATION	SALES PRICE	ACTIONS
1FB1F009672A03178	MERCEDES	S-Class	2026	BLACK	Available	Consigned Out (1)	Showroom	—	location 2	0 JOD	
1FB1FV690R2L29495	LEXUS	LX 600	2024	BLACK	Booked	Owned	HO	Partner Visible	Location 1	50,000 JOD	
1FB1FV690R2L32705	LEXUS	LX 600	2024	BLACK	Available	Owned	HO	Partner Visible	10	0 JOD	

04 — Vehicle Registration & Specifications

Vehicle Stock Entry

Quick Add

Step-by-step guided entry: Select Specs, Vehicle Identity, Ownership & Consignment details.

VIN Validation

17-character format check with automatic duplicate detection across entire inventory.

Bulk Import

Upload Excel files to register multiple vehicles at once with preview and inline validation.

Smart Auto-Fill

Colors, suppliers, and commission rates auto-populated from master data configuration.

Vehicle Specifications Database

8-Tab System

Basic, Dimensions, Engine, Electric (EV), Transmission, Features, Pricing, Warranty.

All Fuel Types

Petrol, Diesel, Hybrid, PHEV, Full Electric with EV-specific fields (battery kWh, range).

Feature Tagging

Categorize features by Safety, Comfort, and Technology for easy comparison.

Reusable Templates

Create spec templates linked to stock entries for fast, consistent vehicle registration.

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Vehicle Stock Entry

Back to List

+ Quick Add

Bulk Import

Step 1: Select Vehicle Specification (Optional)

Vehicle Spec
-- Search by Brand, Model, or Trim --

Step 2: Vehicle Identity

Brand *
-- Select Brand --

Model *
-- Select Model --

Trim
-- Select Trim --

VIN Number *
ENTER 17-CHARACTER VIN

Engine Number
Engine #

Exterior Color *
E.G. BLACK

Interior Color *
E.G. BLACK

Model Year *
e.g. 2025

Condition *
NEW

Stock *
-- Select Stock --

Supplier
Type supplier name

05 — Partner Network & Consignment

Expand your reach by connecting with other dealerships. Share inventory, receive consignment vehicles, and track commissions — all within one platform.

One-Click Sharing

Share vehicles with partner dealerships instantly. Select partners, set pricing mode, and share.

Flexible Pricing

Choose Commission % mode (0-50%) or Fixed Purchase Price mode per partner per vehicle.

Multi-Partner Sharing

Share one vehicle with multiple partners simultaneously to maximize exposure.

WhatsApp Notifications

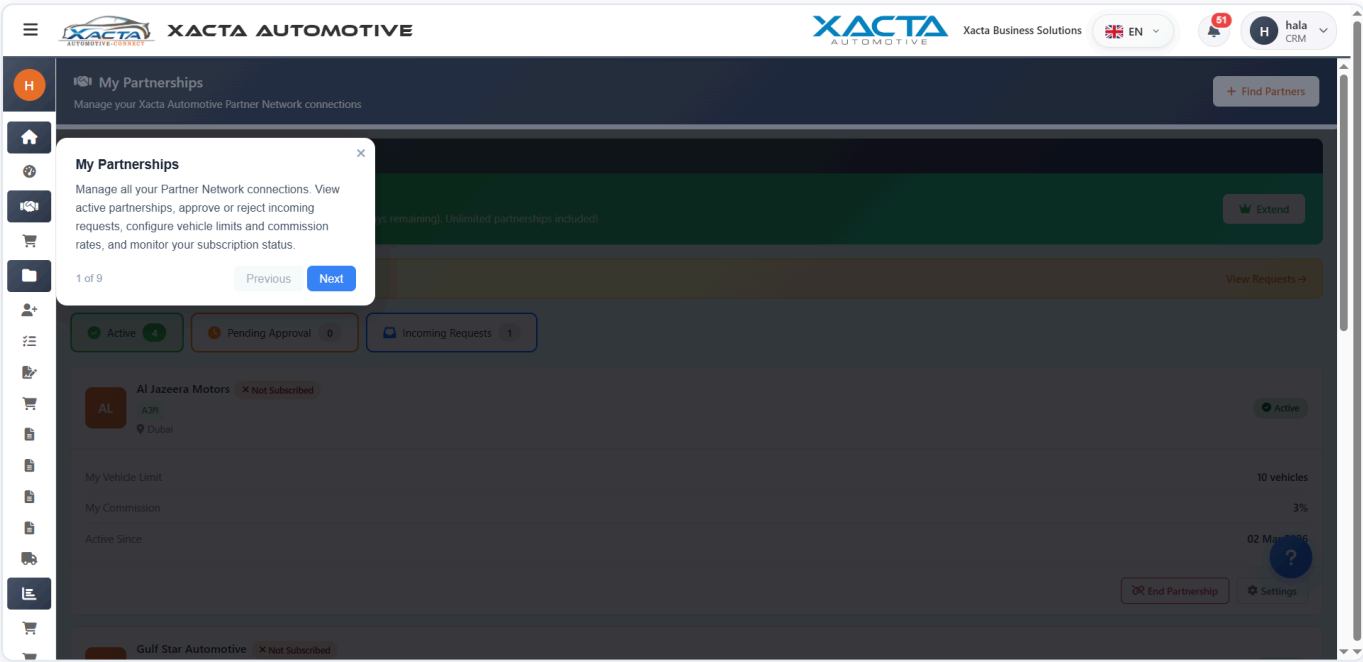
Automatic real-time alerts via WhatsApp when vehicles are shared, sold, or recalled.

Instant Recall

Recall vehicles from one or all partners anytime with one click.

Commission Tracking

Track Shared Out, Shared To Me, Sold by Partners, and total Commission Earned.



06 — Reports & Analytics

XACTA provides a comprehensive suite of 16+ built-in reports to help managers make data-driven decisions and monitor every aspect of dealership operations.

CRM Reports

Sales by Representative Individual salesperson performance with leads, quotes, orders, and revenue.	Overdue Activities Flag missed follow-ups for immediate manager attention.
Sales by Model Which models sell the most — brand and model-level analysis.	Sales Pipeline Visual pipeline showing deal stages, values, and expected close dates.
Monthly Sales Report Month-over-month trends for leads, quotations, orders, and units sold.	Quotation Report All quotations with status, value, and conversion rate analysis.
Lead List Report Complete lead database with filters by status, source, salesperson, and date.	Sales Order Report Contract tracking with approval status and payment terms.
Lead Source Analysis Track which channels generate the most leads.	Pending Approvals All pending approval requests with routing and escalation tracking.
Activities Report Track all scheduled and completed activities with overdue analysis.	Comprehensive CRM Full CRM overview combining all metrics into one executive summary.

Inventory & Operations Reports

Inventory Stock Report Complete stock breakdown by brand, model, status, location, ownership.	Sold Vehicles Report Historical record of all sold vehicles with sale price and buyer details.
Deliveries Report All vehicle deliveries with PDI status and document completion.	Sales Revenue Report Revenue analysis by period, model, salesperson with profit margins.

Multi-Branch Management

Manage all your dealership branches from a single platform

XACTA Automotive Connect provides full multi-branch support, enabling automotive groups to manage multiple showrooms, service centers, and locations — all from one unified system.



Branch-Filtered Dashboard

View KPIs for all branches combined or drill down to a specific branch with one click.



Per-Branch Data Isolation

Leads, activities, quotations, test drives, contacts, and stock are all filterable by branch.



18+ Reports by Branch

Every report supports branch filtering: sales performance, stock aging, lead conversion, and more.



Vehicle Transfer Between Branches

Move vehicles between branches or locations with full audit trail (who, when, why).



Configurable Stock Visibility

Control per user: salespeople can see only their own branch stock or all branches.



Branch Setup & Administration

Add, edit, and manage branches with assigned managers, addresses, and contact info.



User-to-Branch Assignment

Each user is assigned to a branch; new records automatically inherit the user's branch.



Unified Reporting

Managers see consolidated data across all branches; filter anytime for branch-specific insights.

Access by Role



Manager / Admin

All branches by default, with optional branch filter on every page



Senior Salesperson

All vehicles across branches, own branch data for CRM



Salesperson

Only their assigned branch data and stock

Why Choose **Xacta Automotive** - **Connect?**



Cloud-Based

Access from anywhere,
anytime, on any device.



Multi-Language

Full English & Arabic support
with RTL layout.



AI Assistant (Zaia)

Built-in AI chatbot for instant
help and guidance.



Partner Network

Expand reach through dealer
partnerships.



Real-Time Analytics

Live dashboards, 18+ built-in
reports.



WhatsApp Integration

Automated notifications to
partners and customers.



Role-Based Access

Manager and salesperson
views with permissions.



Approval Workflows

Multi-level approval for sales
and pricing.



Full Vehicle Lifecycle

From stock entry to delivery
with warranty.



Multi-Branch Management

Manage all branches from
one unified platform.



Vehicle Transfers

Transfer vehicles between
branches with full audit trail.



Mobile Responsive

Works on any device —
desktop, tablet, or phone.